

Message Text

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PAGE 01 STATE 059828

72

ORIGIN AF-18

INFO OCT-01 ADP-00 AID-20 OMB-01 PM-09 MC-02 L-03 ACDA-19

EB-11 IGA-02 SS-14 GAC-01 COME-00 TRSE-00 CIAE-00

INR-10 NSAE-00 RSC-01 /112 R

DRAFTED BY AF/ W: CLDARIS; AF/ RA: LTC TLGRIFFIN; PCS

EXT 20842 3-30-73

APPROVED BY AF/ RA: AJNAVEZ

OASD/ ISA: COL RWALTERS

PM/ MAS: JMADDEN (SUBS)

EB/ CBA/ BR: JMCLAUGHLIN (SUBS)

COMMERCE: JWILKES (SUBS)

DSAA: DGRAND PRE (SUBS)

----- 070543

R 310123 Z MAR 73

FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN

INFO USCINCEUR

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E. O. 11652: GDS

TAGS: MASS: ETRD, IV

SUBJECT: GOIC JEEP PURCHASE

REF: (A) USDAO ABIDJAN 102 MAR 1973

(B) USDAO ABIDJAN 064 FEB 1973

1. ON MARCH 23 COUNSELOR NOUAMA OF GOIC EMBASSY AND JOHN ELLIOT, AMERICAN MOTORS, CALLED ON DEPTOFFS TO SEEK INFORMATION ON POSSIBLE FMS GUARANTEE FOR JEEP PURCHASE. THEY CARRIED FORMAL REQUEST FROM AMBASSADOR AHOUA

FOR DOLS 1.075 MILLION FMS CREDIT

GUARANTEE (COPY) OFLETTERBEING POUCHED). THEY EXPLAINED THAT ORDER WAS FOR 140 CJ5 JEEPS AND 75 CJ6 JEEPS WITH PARTIAL DELIVERY JUNE THROUGH AUGUST 1973 (IN TIME FOR NATIONAL DAY PARADE) AND THE REST TO BE DELIVERED DURING LIMITED OFFICIAL USE

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PAGE 02 STATE 059828

1974. THESE MODELS ARE SIMILAR TO BUT LESS EXPENSIVE THAN M-151. WHEN THEY STATED THAT FIRST NATIONAL CITY BANK WOULD FINANCE THE PACKAGE WITH OR WITHOUT USG GUARANTY, DEPTOFFS EXPLAINED PROBLEMS INVOLVING AVAILABILITY OF FMS CREDIT FOR THIS PURCHASE DURING FY 73. SUBSEQUENTLY, ELLIOT TELEPHONED TO INFORM THAT GOIC INTENDS TO PURSUE JEEP PURCHASES THROUGH COMMERCIAL FINANCING AND EXPRESSED APPRECIATION FOR USG CONSIDERATION. AMBASSADOR AHOUA LATER CONFIRMED TO IC DESK OFFICER THAT GOIC HAD DECIDED TO FINANCE THIS PURCHASE COMMERCIALLY IN VIEW OF FOREGOING DESCRIPTION OUR PROBLEMS FY 73 FMS FUNDING AND GOIC'S DESIRE FOR IMMEDIATE DELIVERY. HE STATED THAT WE COULD DISREGARD HIS FMS CREDIT GUARANTEE REQUEST. HE ADDED, HOWEVER, THAT GOIC INTENDS TO REQUEST FMS CREDITS IN FY 74 FOR PURCHASE "ADDITIONAL" JEEPS AND OTHER POSSIBLE UNSPECIFIC EQUIPMENT. DEPTOFF MADE NO COMMENT OTHER THAN TO ACKNOWLEDGE THIS STATEMENT.

2. STATE AND DOD PREVIOUSLY UNDERSTOOD AMERICAN MOTORS (JEEP INTERNATIONAL CORP) PROPOSAL WAS FOR SALE OF 300 CJ5 AND CJ6 NON-MILITARY MODEL JEEPS TO GOIC. THIS DISCREPANCY MAY EXPLAIN AHOUA'S STATEMENT WITH REGARD TO FUTURE PURCHASES. IT IS OUR UNDERSTANDING THAT AMERICAN MOTORS SENDING REPRESENTATIVE PAUL HARDY TO ABIDJAN MID-MARCH TO DISCUSS SALE. COMMERCE HAS CONFERRED WITH NAPCO REP ABRINO SINCE HIS RETURN AND CAN OFFER NOTHING TO ADD TO INFORMATION IN REFTELS. NAPCO HAS PROVIDED SIMILAR SERVICES ON A PREVIOUS AMERICAN MOTORS JEEP SALE IN THE CAMEROONS.

3. FYI. WITH REGARD TO DOD CREDIT GUARANTEE, PROBLEM IS THAT IN ABSENCE OF FY 73 SECURITY ASSISTANCE LEGISLATION, WE CURRENTLY OPERATING UNDER CONTINUING RESOLUTION AUTHORITY AT FMS CREDIT LEVELS CONSIDERABLY BELOW AMOUNT REQUESTED FROM CONGRESS. IN VIEW OF SCARCITY OF CREDIT AND THE LARGE DEMANDS UPON LIMITED AMOUNT REMAINING IN FY 73 THERE APPEARS NO LIKLIHOOD OF DOD GUARANTY THIS FY. WE NOT AWARE OF BASIS FOR GOLDIE'S STATEMENT ON GUARANTY BY DEFENSE, ALTHOUGH AMERICAN MOTORS REPRESENTATIVES HAVE BEEN AWARE THAT SUCH GUARANTEES ARE POSSIBLE. AHOUA ALSO LIMITED OFFICIAL USE

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PAGE 03 STATE 059828

CLAIMS THAT EARLY CONTACTS WITH DOD INDICATED POSSI-

BILITY OF FMS CREDITS FOR THIS SALE, BUT WE UNABLE TO
CONFIRM THAT ANY SUCH ASSURANCES WERE EVER GIVEN.
WITH RESPECT TO FY 74, YOU SHOULD BE CAREFUL NOT TO
ENCOURAGE DOD GUARANTEE. SUCH A REQUEST WOULD BE
CONSIDERED ON ITS MERITS IF AND WHEN RECEIVED. END FYI.

4. ANY FUTURE QUERIES ON COMMERCIAL ASPECTS SHOULD
BE ADDRESSED BY EMBASSY TO USDOC WITH INFO TO STATE
AND DOD. RUSH

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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